

~~CONFIDENTIAL~~

19 August 1963

MEMORANDUM FOR THE RECORD

SUBJECT: International Trade Fair Publications

25X1

25X1

1. Messrs. [] and [] of the Acquisitions Branch, CIA Library met with Mr. J.U. McManus, Chief, Division of International Trade Fair Promotions, Office of International Trade Fairs, Bureau of Foreign Commerce, Department of Commerce, in Commerce Annex 1, 2nd and D Street, S.E., at 1430 hours, 14 August 1963, to discuss the availability of publications issued at international trade fairs.

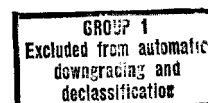
2. Mr. McManus explained that his office acquired only the Trade Fair directories issued by the Trade Fair Secretariat. These directories, which are published prior to the opening of trade fairs, are reviewed by his office to determine the scope of U.S. participation at such fairs. Mr. McManus pointed out that there are over 700 trade fairs staged in several parts of the world each year, with exhibitors numbering several hundreds to several thousands. Mr. McManus remarked that it would be impossible for his small field staff to visit each exhibitor to acquire catalogs, brochures, etc.

3. The visitors pointed out to Mr. McManus that the responsibilities of the Department of Commerce in regard to the collection and distribution of International Trade Fair publications to Federal agencies are spelled out in the Foreign Affairs Manual. Mr. McManus remarked that he is aware of this section in the FAM, but that it is not feasible for his office to collect this material. However, Mr. McManus stressed the fact that his office makes every effort to cover all symposia on the promotion of international trade, and distributes papers issued at these symposia.

4. CIA requirements for trade fair catalogs and publications have been mainly for trade fairs held in the Sino-Soviet Bloc area. The most sought-after trade fair publications are those issued at the annual Leipzig Trade Fair in East Germany. Apparently there is no centrally coordinated collection effort for Leipzig Trade Fair catalogs and brochures. The PPO, Berlin has had some success in past years in acquiring trade fair directories from the Leipzig Trade Fair. The efforts of the DD/P, of DD/I representatives, of military intelligence field collectors, or of foreign field collectors, etc., to acquire trade fair publications from the Sino-Soviet Bloc area are not known to the reporting officer.

~~CONFIDENTIAL~~

CIA INTERNAL USE ONLY.



CONFIDENTIAL

SUBJECT: International Trade Fair Publications

5. The PPO Program has been procuring trade fair directories from trade fairs held in non-bloc areas through specific orders to and the voluntary selection programs operated at overseas posts. Most extensive efforts have been made at Tokyo, where the local Publications Procurement Assistant spends a day or two collecting several hundred catalogs and brochures from each exhibitor at the Tokyo International Trade Fair.

6. For the past several months, the question of the collection of international trade fair publications by the Officer of International Trade Fairs, has been discussed with Mr. [] of LS/OCR. The visit to Mr. McManus resulted from these talks.

25X1

25X1

[]
Chief, Foreign Section
Acquisitions Branch
CIA Library

CONFIDENTIAL

CIA INTERNAL USE ONLY